

**A SUBSTITUTE RESOLUTION BY**

**FINANCE/EXECUTIVE COMMITTEE**

**03-R-1316**

**AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT WITH BRACY TUCKER BROWN, INC., FOR FC-7531-02-B, WASHINGTON REPRESENTATIVE, IN AN AMOUNT NOT TO EXCEED \$144,000.00, ON BEHALF OF THE CITY; AND ALL CONTRACTED WORK SHALL BE CHARGED TO AND PAID FROM FUND ACCOUNT AND CENTER NUMBER 2H01 524001 R51008.**

**WHEREAS**, the City of Atlanta (the "City") did solicit Request for Proposals ("RFP") from qualified firms for FC-7531-02-B, Washington Representative (RFP) to provide legislative representation and the necessary services needed to increase funding for the City; and

**WHEREAS**, after review and evaluation of the proponent's qualifications and analysis of the technical proposals by City personnel, the Office of the Mayor, the Commissioners for the Departments of Aviation and the Chief Procurement Officer recommended that the agreement for FC-7531-02-B, Washington Representative be awarded to Bracy Tucker Brown, Inc.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA**, that the Mayor be and hereby authorized to enter into an appropriate contractual agreement with Bracy Tucker Brown, Inc., for FC-7531-02-B, Washington Representative (RFP) in an amount not to exceed \$144,000.00, to provide legislative representation and the necessary services needed to increase funding for the City.

**BE IT FURTHER RESOLVED**, that the term of the agreement shall be three (3) years with two (2), one (1) year options to renew.

**BE IT FURTHER RESOLVED**, that the Chief Procurement Officer be and is hereby directed to prepare said agreement for execution by the Mayor, to be approved as to form by the City Attorney.

**BE IT FURTHER RESOLVED**, that said agreement, shall not become binding on the City, and the City shall incur no liability nor obligation thereunder until the same has been signed by the Mayor and delivered to the contracting party.

**BE IT FINALLY RESOLVED**, that all contracted services shall be charged to and paid from Fund Account and Center Number 2H01 524001 R51008.

**DEPARTMENT OF PROCUREMENT  
LEGISLATION SUMMARY**

**TO:** FINANCE/EXECUTIVE COMMITTEE

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**REQUESTING DEPT.:** Various City Departments

**CONTRACT TYPE:** Professional Services

**SOURCE SELECTION:** Competitive Sealed Proposals

**PROPOSAL OPENING:** January 15, 2003

**INVITATIONS  
ISSUED:** 136

<b>PROPONENTS:</b>	Adams & Reese Bracewell & Patterson Cassidy & Associates Jefferson Government Relations McKenna Long & Alridge, LLP Perennial Strategy Group Powell, Goldstein, Frazer & Murphy Washington Linkage Group, Inc.	Alcade & Faye Bracy Tucker Brown, Inc. Government Relations, Inc. Kelly & Weaver, Inc. Patton Boggs, LLP Peyser Associates, Inc. Solutions Studio International
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**BACKGROUND:** The City is seeking the services of qualified lobbyist firms to provide legislative representation and the necessary services needed to increase funding for the City.

**TERM OF CONTRACT:** Initial three (3) year term, with two (2), one (1) year renewal options

**EVALUATION TEAM  
COMPOSITION:** Department of Aviation  
Department of Law  
Department of Watershed Management  
Office of the Mayor  
Office of Contract Compliance  
Department of Finance

FC-7531-02

WASHINGTON REPRESENTATIVE

	Kelly & Weaver	Solutions Studio Int'l	Perennial Strategy Group	Washington Linkage Group, Inc.	Powell, Goldstein, Frazier	Adams & Reese	Government Relations	Bracewell & Patterson	Alcade & Faye	Peyser Associates	Patton Boggs, LLP	Bracy Tucker Brown	Jefferson Gov't Relations
Evaluator 1	60	66	68	68	68	70	65	68	68	72	73	74	75
Evaluator 2	68	40	45	50	47	70	38	62	45	58	68	52	45
Evaluator 3	65	63	55	62	69	72	55	72	64	62	74	71	71
Evaluator 4	41	37.5	22.5	22.5	33.5	56.5	15.0	38.0	37.5	30	48.5	67.5	45
Written Evaluation	194/4 48.5	206.5/4 51.62	190.5/4 47.62	202.5/4 50.62	217.5/4 54.37	268.5/4 67.12	173/4 43.25	240/4 60.00	173.5/4 43.37	222/4 55.5	263.5/4 65.87	264.5/4 66.12	236/4 59.00
Written Proposal						33.56		30.00			32.93	33.06	29.50
Oral Interview Evaluation						43.00		71.00			73.00	70.00	65.00
Oral Interview (x.50)						21.50		35.50			36.50	35.00	32.50
Technical Score						55.06		65.50			69.43	68.06	62.00
Financial Capability						7.0		7.0			8.5	7.5	8.5
OCC Score						15.00		15.00			15.00	15.00	15.00
Total Technical Score						77.06		87.50			92.93	90.56	85.50



# CITY OF ATLANTA

SHIRLEY FRANKLIN  
MAYOR

OFFICE OF CONTRACT COMPLIANCE  
55 TRINITY AVENUE SW, SUITE 1700  
ATLANTA, GEORGIA 30303  
OFFICE (404) 330-6010  
FAX (404) 658-7359

## MEMORANDUM

TO: Adam L. Smith, Chief Procurement Officer  
Department of Procurement

FROM: Hubert Owens  
Mayor's Office of Contract Compliance

DATE: June 23, 2003

RE: Recommendation for FC 7531-02, Washington Representative (RFP)

The Office of Contract Compliance has reviewed the five (5) proposals for minority and female business enterprise participation. All five bidders are eligible under Section 2-1449(a)(2)(C) and have been deemed responsive by the Office of Contract Compliance. For your information, they have committed to utilizing AABEs and FBEs as indicated below:

<u>Bracewell &amp; Patterson, LLP</u>	(15 pts.)
Stewart Partners, LLC	AABE 17%
Potomac Communications	FBE 5%
Participation Total	22%

<u>Bracy Tucker Brown, Inc.</u>	(15 pts.)
The Session Law Firm, PC	AABE 17%
The College Group, LLC	FBE 17%
Participation Total	34%

<u>Patton Boggs, LLC</u>	(15pts.)
B. Lawrence Watkins & Assoc.	FBE 17%
J.G. Consultants, Inc.	AABE 17%
Participation Total	34%

<u>Jefferson Government Relations</u>	(15 pts.)
Omega Media Marketing Group	FBE 17%
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If you have questions, please contact me at (404) 330-6010 or Bruce T. Bell at (404) 853-7507.

Cc: File  
Ronald E. Roquemore

Adam Smith  
June 30, 2003  
Page 2

- All Fifth Runway NAVAIDs and Other Equipment – NAVAIDs and related equipment include a CAT III ILS and ALSF-2 for each runway end, as well as RVRs and DMEs. These NAVAIDs and other equipment will allow aircraft to land on the fifth runway in all weather conditions. This equipment package is valued at approximately \$9 million.
- ASDE-X – This is a ground radar that allows air traffic controllers to safely operate the airfield when they are unable to see from the windows of the control tower cab due to low ceilings. The existing ASDE cannot be quickly relocated to the new control tower, requiring that the ASDE-X be operational when the new tower is commissioned. The ASDE-X costs approximately \$8 million.
- Funding of Electronics Procurement and Electronics Installation in New Control Tower – This line item requires the FAA to pay for procurement and installation of control tower electronics. This is an approximate \$3 million package.

The firm has been tracking various issues for us at the Headquarters level and arranging for meetings with FAA executives as high as the FAA Deputy Administrator. A member of my staff was in a meeting with Deputy Administrator Bobby Sturgell as recently as last month, and the meeting was arranged by Bracy Tucker Brown. Also, the firm has been successful in assisting us in obtaining specific commitments from Headquarters personnel:

- Recent Changes in TERPs – TERPs is an acronym for Terminal Instrument Procedures and is a document containing the rules for airspace and procedure design. Proposed FAA TERPs changes would have detrimental effects on the fifth runway due to its taxiway geometry. The firm has been assisting us in monitoring proposed changes at high levels within the FAA.
- General PRM Implementation – Implementation of PRM at the two other United States airports where it is operational has been a slow process for numerous technical and human factors reasons. Our PRM implementation will be unique. The firm has been assisting us in learning from the experiences of the other airports and helping us to monitor necessary FAA activities to ensure an on-time PRM commissioning.

We agree that another firm may be more appropriate to represent the City in its main lobbying effort relative to other federal issues, including Homeland Security and other divisions of the Department of Transportation. However, we feel strongly that Bracy Tucker Brown would provide the continuity needed for effective representation on aviation-specific matters with the Federal Aviation Administration at the Washington level.

BRD/mw

**Hartsfield Atlanta  
International Airport**



**Shirley Franklin  
Mayor**

**Benjamin R. DeCosta  
Aviation General Manager**

**MEMORANDUM**

**TO:** Adam Smith  
Chief Procurement Officer

**FROM:** Ben DeCosta  
Aviation General Manager

**DATE:** August 26, 2003

**SUBJ:** WASHINGTON LOBBYIST CONTRACT

This is to provide background information regarding our request to retain Bracy Tucker Brown to represent the Department of Aviation on issues relating to the Federal Aviation Administration (FAA) at the Washington level.

Bracy Tucker Brown has consistently demonstrated expertise in assisting the Department of Aviation in handling aviation matters with FAA Headquarters staff and executives that have been critical to Hartsfield, particularly with regard to federally funding, constructing and equipping our fifth runway. The firm has kept us abreast of conditions that needed our attention and provided critical assistance in helping DOA obtain \$179 million in letter of intent funding for the runway.

In today's environment, airports frequently need assistance from their congressional delegation to either pressure federal agencies to provide financial assistance or to coordinate with the delegation to secure congressional line items in annual budgets. Bracy Tucker Brown has repeatedly demonstrated their ability to coordinate with Georgia's representatives and senators to assist us.

The firm has been successful in assisting us with obtaining critical navigational aids (NAVAIDS) and other equipment for the fifth runway through the inclusion of congressional line items. Some of the equipment they have been successful in having included as line items include:

- Precision Runway Monitor (PRM) – A PRM is a high-update radar that monitors aircraft on final approach. We must have one to conduct triple simultaneous arrivals in all weather conditions. This piece of equipment costs approximately \$10 million.



**A SUBSTITUTE RESOLUTION BY**

**FINANCE/EXECUTIVE COMMITTEE**

**03-R-1316**

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FC-7531-02

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International Airport****Shirley Franklin  
Mayor****Benjamin R. DeCosta  
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